



2008  
New England Supply Chain  
Conference & Exhibition

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Presented by APICS - The Association for Operations Management: North Shore Chapter 20 and Boston Chapter 10 • The Council of Supply Chain Management Professionals (CSCMP) New England Roundtable • The Northeast Supply Management Group, A Special Interest Group of ISM™

**Monday, October 6, 2008**

[Best Western Royal Plaza Hotel](#) & Trade Center  
Marlborough, Massachusetts

## **Taking Supply Chain Management to New Heights**

- Fully leverage your training dollars: 15 workshops and 4 tracks
- Transform your supply chain into a true value chain
- Enjoy an immediate ROI on your time and organization's money
- See the latest cutting-edge topics, trends and technology
- Translate innovative ideas into workable and practical solutions
- Interact with keynote Speakers and Exhibitors
- Network with your peers
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Includes presentations, exhibits, and meals.***

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**To Register:** [www.nescon.org/cgi-bin/index.pl?registration](http://www.nescon.org/cgi-bin/index.pl?registration)

## PROGRAM & SPEAKERS

### 5 TRACKS:

- o *Negotiations (Track A)*
- o *Operations Management (Track B)*
- o *Global Logistics (Track C)*
- o *Supply Chain/Sourcing/Purchasing (Track D)*
- o *Supplier Showcase (Track T)*

Schedule	Sessions	Presenter	Topic
7:30 to 8:15 am	Registration	EDUCATIONAL EXHIBITS OPEN (7:30 am to 4:30 pm)	Please visit our exhibitors and you will not only be educated on the latest cutting edge technologies, but you will also be eligible to win some great prizes from the conference!
8:15 to 9:45 am	Breakfast Keynote	<a href="#">Jeffrey B. Carr</a> President & Economist, EPR	<a href="#">Economic Outlook - A New England Perspective (special segment on the adverse effects of the high cost of energy)</a>
10:00 to 11:15 am	1A	<a href="#">Richard G. Weissman, C.P.M.</a> Director of The Center for Leadership, Endicott College	<a href="#">Negotiation 101 - Back to Basics</a>
	1B	<a href="#">Bruce Hamilton</a> President of GBMP	<a href="#">Lean Accounting – Learning to See the Right Measures</a>
	1C	<a href="#">David Jacoby, C.P.M., CPIM, CIRM, CTL</a> President of Boston Strategies Int'l	<a href="#">Global Logistics: Hot Spots and Major Developments</a>
	1D	<a href="#">Subroto Roy, Ph.D., CPSM</a> University of New Haven	<a href="#">Transition Issues In Global Outsourcing</a>
	1T	<a href="#">Marie-Louise Hannan</a> Consul and Senior Trade Commissioner, Canadian Consulate	<a href="#">Innovation, Culture, and Delivery: Three Reasons to Select Canada as Your Partner for Global Sourcing</a>
11:30 am to 1:15 pm	Keynote & Lunch	<a href="#">John Bermudez</a> Sr. Director, SCM Product Strategy, ORACLE	<a href="#">Using Planning Tools to Manage Business Cycle Downturns</a>
12:30 to 4:00 pm	Dessert & Snacks in Exhibit Hall		
1:30 to 2:45 pm	2A	<a href="#">Robert A. Stahl, CPIM</a>	<a href="#">Intermediate Negotiation Session: Principled Supplier Negotiations -- How to Earn Supplier Partnerships</a>
	2B	<a href="#">Clark Merrill</a> V.P. of Training, Dale Carnegie	<a href="#">Effective Communications &amp; Human Relations, Thinking Globally</a>
	2C	<a href="#">Michael Goolden</a> President / CEO, L7 Performance Mgt	<a href="#">The New Keys To Improving Management Performance &amp; Productivity</a>
	2D	<a href="#">Moshe Cohen, MBA</a>	<a href="#">Integrating Supply Chain Mgt Into Operating Decisions</a>
	2T	<a href="#">John Bermudez</a> , ORACLE: Sr. Director, SCM Product Strategy	<a href="#">Best Practices In Demand Management</a>
3:00 to 4:15 pm	3A	<a href="#">Beth Perdue, JD</a>	<a href="#">Advanced Negotiations Session: Master Outsourcing – Or Else!</a>
	3B	<a href="#">Mark Chockalingam, MBA, Ph.D.</a> Managing Principal, DemandPlanning.Net	<a href="#">Holistic Metrics And Organizational Performance Of A Global Value Chain</a>
	3C	<a href="#">Greg Sue</a> Service Logistics Mgr, Cisco Systems	<a href="#">Turning Your RFP Process Upside-Down</a>
	3D	<a href="#">Robert N. Liptrot</a> President & Founder of Boston Industrial Consulting	<a href="#">Getting Green, Saving Green - A Case Study of Tweeter's Logistics &amp; Distribution Operation</a>
	3T	<a href="#">Michael Goolden</a> President / CEO, L7 Performance Mgt	<a href="#">The Secrets to Effectively Using Best Practices in Management: Balance Scorecards, Lean 6 Sigma, Baldrige and L7 Technologies</a>
4:30 to 4:45 pm		Raffle & Exhibitor Drawings Exhibit Hall	